

## Message Text

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14

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 AID-05 XMB-02 EB-07 TRSE-00

OMB-01 CIAE-00 INR-07 NSAE-00 DODE-00 DOTE-00 FMC-01

SAL-01 CG-00 OFA-01 DLOS-04 SSO-00 INRE-00 /042 W

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O 090830Z MAR 76

FM AMCONSUL THESSALONIKI

TO SECSTATE WASHDC IMMEDIATE 2562

INFO AMEMBASSY ATHENS IMMEDIATE

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E.O. 11652: N/A

TAGS: EWWT, BENC, GR

SUBJECT: COUNTRY FINANCED SERVICES IN THESSALONIKI PORT DEVELOPMENT

REF: (A) STATE 045276, (B) ATHENS 1447, (C) STATE 054808

1) POL/ECON OFFICER COONY HAD LENGTHY MEETING WITH PROFESSOR VALALAS TO CLARIFY PORT OF THESSALONIKI REQUIREMENTS FOR A SCOPE OF WORK TO BE PREPARED BY NICHOLAS PAKIS. IN ADDITION, PARAGRAPHS 2 AND 3 OF THIS CABLE HAVE JUST BEEN REVIEWED AND CLEARED WITH VALALAS. THIS CABLE RESPONDS TO REFTEL (A) FOR BOTH ATHENS AND THESSALONIKI. REGRET DELAY BUT VALALAS HAS BEEN UNAVAILABLE DUE TO HIS PERSONAL TRAVEL AND LONG HOLIDAY WEEKEND JUST COMPLETED.

2) DURING MEETING WITH VALALAS, PROPOSED SCOPE OF WORK OUTLINED IN PARA 2 OF REFTEL (A) WAS REVIEWED ITEM BY ITEM. VALALAS FELT THAT ITEM (A), MANPOWER AND ADMINISTRATIVE REVIEW OF PORT ORGANIZATION, SHOULD CONCENTRATE ON MARKETING, PUBLIC RELATIONS AND ADVERTISING OF PORT FACILITIES, AND MANPOWER TO EXTENT AMERICAN PRACTICES APPLICABLE TO GREECE. ITEM (B), REVIEW OF EXPORT AND IMPORT COMMODITIES AND FUTURE FORECAST, WOULD BE HELPFUL, BUT VALALAS CONSIDERED A DETAILED STUDY OF THIS TYPE TOO AMBITIOUS FOR THE SCOPE OF WORK WHICH HE ENVISAGES. HE WOULD LIKE THIS REVIEW TO BE CONDUCTED

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TO THE EXTENT REQUIRED FOR THE MORE DETAILED STUDY OF ITEMS (C),

REVIEW OF PHYSICAL FACILITIES INCLUDING CONTAINERIZATION FACILITIES, AND ITEM (D), RECOMMENDATION FOR PORT EQUIPMENT, BACKUP SERVICES, ETC. HE FEELS THESE ITEMS SHOULD BE STUDIED FOR THE PERIOD OF 5-10 YEARS IN THE FUTURE. HE WOULD ALSO LIKE TO HAVE INCLUDED IN SCOPE OF WORK RECOMMENDATIONS FOR ITEM (E), PREPARATION OF A MASTER DEVELOPMENT PLAN WITH ESTIMATED COST AND TIMETABLE. THIS ASPECT OF THE SCOPE OF WORK SHOULD BUILD ON THE STUDIES AND RECOMMENDATIONS FOR ITEMS (C) AND (D) AND BE BASED ON ANTICIPATED REQUIREMENTS IN THE 10 - 30 YEAR PERIOD.

3) VALALAS RECOGNIZES THE ADVANTAGES OF AN ENVIRONMENTAL ASSESSMENT TO BE INCLUDED WITH THE ABOVE, BUT FEELS THAT THIS WOULD BE BEYOND THE PURVIEW OF THE SCOPE OF WORK HE WOULD LIKE AND MIGHT BE REDUNDANT AS OVERALL ENVIRONMENTAL PROTECTION STUDIES NOW BEING UNDERTAKEN FOR THE THESSALONIKI AREA.

4) WE REALIZE THIS IS YET ANOTHER VERSION OF WHAT VALALAS WOULD LIKE, BUT HE HAS APPROVED IT AND WE RECOMMEND WE USE IT AS THE BASIS OF THE SCOPE OF WORK. OUR IMPRESSION IS THAT PLANS FOR PORT EXPANSION IN 5-10 YEARS ARE NOT FIRM, DESPITE WHAT VALALAS MAY HAVE SAID IN ATHENS AS REPORTED PARA 2 REFTEL (B). THEREFORE, VALALAS WOULD LIKE STUDY TO FLESH OUT DETAILS OF 5-10 YEAR PERIOD BASED ON CONSTRUCTION OF PIER SIX, WHICH GOG APPEARS COMMITTED TO, AND ADDITION OF CONTAINER FACILITIES WHICH VALALAS WANTS. ITEM (E) WOULD CONCENTRATE ON PORT EXPANSION IN THE 10 - 30 YEAR PERIOD BASED ON THE RECOMMENDATIONS PREPARED FOR THE 5-10 YEAR PERIOD. ALL TOGETHER, THIS COULD BE CONSIDERED THE "MASTER STUDY FOR FUTURE PORT EXPANSION" REPORTED PARA 3 REFTEL (B) WHICH VALALAS SAYS HAS BEEN APPROVED FOR FUNDING.

5) IN TERMS OF SALES OF US EQUIPMENT AND SERVICES, OUR MAJOR OPPORTUNITIES ARE FOR EQUIPMENT IN THE 5-10 YEAR PERIOD, AND IN THE PROVISION OF EXPERT CONSULTANT SERVICES FOR FUTURE PLANNING, SOMETHING WHICH APPEARS DESPARATELY NEEDED. COONY

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